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Pacific

PULP and PAPER

Industry

Vol. VII

NOVEMBER, 1933

No. 11

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THE DOLLAR

Of transcendent interest and importance to the pulp and paper industry is the gold buying program of the United States government, and the resulting drastic depreciation of the dollar in terms of foreign currencies.

After two years of suffering from the effects of the depreciation of currencies of foreign nations, we are now emerging somewhat battered and worn, to find this country the top dog in the currency situation, for the time being at least. The medicine is on the other fellow's spoon, and it is obvious he doesn't like the taste of it.

Whether or not the dollar remains depreciated in relation to pound sterling is not the important point. The vital factor is that control of the exchange value of the dollar has been transferred from Europe to our own soil. It may be safely assumed that our federal administration will not again permit domestic industry to be subjected to the severe competition experienced since September of 1931 from countries with below-par currencies.

Just over a year ago the pound sterling was quoted at \$3.10, its low point. As this is written the English pound has hit \$5.50, showing a depreciation of the American dollar of 12 per cent in relation to the par value of \$4.87 to the pound, and of 41 per cent in relation to the gold value of the franc.

This has been accomplished by the government indirectly purchasing gold in the world market, successively offering higher amounts per ounce, reaching \$33.56 at time of writing. Inasmuch as gold was valued at \$20.67 per ounce when we were on the gold standard, the present price offered automatically reduces the value of each dollar in terms of gold, the international standard, and lowers its value or depreciates it in comparison with foreign currencies.

In buying gold at successfully increasing prices, the government operation amounts to selling American dollars in the world market at successfully lowered valuation. The greater the number of dollars offered in relation to the demand, the greater the pressure to drive it downward, in accordance with the old law of supply and demand.

The British equalization fund, which was used for so long to de-

HITS

press the pound sterling in relation to gold currencies, operates in somewhat different manner, but has been used to accomplish the same result. Operation of the fund is secret, but it is known that they have sold sterling for the dollar, giving the pound a low valuation. It was a neat little game called "Sterlingaria".

Other nations pegged their currencies to sterling, notably the Scandinavian countries, and rode along on the depreciated currency band wagon. Those in the pulp and paper industry in this country know all too well what happened then to their domestic market, and their export markets as well.

When the United States went off the gold standard, the value of the dollar gradually fell, and the pound went up, although never for long approaching parity—the British equalization fund saw to that. Now that is all changed. The pound is above par in relation to the dollar, and the equalization fund has been unable to stem the tide.

The RFC gold-valuation is completely dominating the dollar's valuation at least to the extent of forcing the exchange rates to reflect the continued depreciation of our currency.

There are of course other factors influencing the foreign exchange markets, but the government's gold buying policy exercises the primary control in the situation.

How will all this affect the pulp and paper industry? At the present moment, the depreciation of the dollar gives American manufacturers the same advantages enjoyed previously by other foreign countries off the gold standard. It places foreign competitors under somewhat the same handicaps under which our own producers labored in domestic and export markets. It shows them that we are able to play the game with a vengeance, if necessary, and no doubt encourages them to look forward to a reasonable stabilization agreement.

Today the Swedish kroner is above par in comparison with the dollar, instead of 35 per cent below as before. Swedish pulp manufacturers no longer obtain their profits and part of their costs from the currency exchange advantage. They

THE SKIDS

are not interested in further contracts in the United States unless the dollar price is left open. New business for pulp from the Scandinavian countries is practically at a standstill.

The natural result should be that American consumers of pulp and paper will look more and more to domestic producers for their supplies as long as the present situation lasts. No pulp buyer wants to pay a foreign manufacturer more for the same grade of pulp than he can buy it for in this country. Deprived of the currency exchange profit, and perhaps penalized by the drop of the dollar, producers in other countries will be forced to raise their dollar prices, weakening their competitive position.

Should dollar devaluation go to an extreme, American pulp buyers will regret the lack of adequate domestic supply, and be forced to pay a premium for their imports.

In export markets, United States producers may now compete with greater success. Markets wrested from them in the Orient, South America and elsewhere in the last two years, may be regained.

Ordinarily, currency depreciation results in a proportional increase in the internal price indexes. This has not proved to be the case since 1931 in most of the countries playing "Sterlingaria". Internal prices have been maintained near previous levels, giving their manufacturers full benefit of the lower currency value in export trade.

The United States, on the other hand, is pursuing the present policy in an effort to raise internal commodity prices. So far it has failed to have the desired effect, and may not for some time. Until costs and prices rise in proportion to the dollar's fall, the present situation will benefit our export business materially.

Unquestionably, there are disadvantages to some groups in the present state of currency affairs, but as far as the pulp and paper industry is concerned, a Pacific Coast executive aptly expressed it recently when he said, "It suits me. Keep the dollar where it is, and our troubles are half over."

LONGVIEW FIBRE ADDING NEW CYLINDER MACHINE

One of the outstanding examples of continued progress in the Pacific Coast industry, through good times and bad, is that of the Longview Fibre Co., Longview, Wash. Getting into production in October, 1927, the company has, in the short space of six years, carried out an ambitious program in enlargement of activities, and today manufactures a quantity and variety of products but faintly indicated at its beginning.

The latest development is the installation of a new cylinder machine which embodies numerous new features and in some respects departs from all previous custom. Assembly of the new No. 4 machine is well under way in the plant, and it is expected to be in operation by about the first of the year.

The machine has been built by the Beloit Iron Works to their design in conjunction with the engineering department of the Longview Fibre Co. Its width is 133-inch trim, 155 inches at the wet end. The four cylinders are of 48-inch diameter. Water removal equipment consist of one 30-inch diameter suction drum roll, one 26-inch diameter rubber covered suction press, and one 24-inch diameter plain press.

An innovation is apparent in the design as far as the felts are concerned, the machine having one less felt than is usual. It will be equipped with a bottom felt, but no top felt. There is also to be a press felt running through the second plain press.

The dryer section differs from the ordinary in that it will have one 12-foot diameter drying cylinder, weighing 50 tons. In addition there will be thirty-six 48-inch diameter dryers arranged in vertical stacks.

Following the dryers will be an English type drum reel and a Beloit double drum winder.

Power will be provided through a mechanical drive from a General Electric direct current variable speed motor, through a variable speed line shaft and Beloit Hypoid gear units.

The major auxiliary equipment consists of Nash pumps on the suction equipment, a Bowser pressure filter oiling system, a vapor absorption system designed and constructed by the Ross Engineering Corporation. All electrical equipment is

General Electric, all pumps and stock agitators are being furnished by The Bingham Pump Co., the Smith Iron Works is making the beaters, and the Shartle Machine Co. is providing the Jordans.

No. 4 machine will be used for making various weights and calipers of board.

The building housing the machine is an extension of the previous structure, side by side with it and of similar design. It is 238 feet long by 80 feet wide, 16 feet from the



R. S. WERTHEIMER

first floor to the second floor, and 22 feet from the second floor to the steel roof trusses. The building is a reinforced concrete structure of two floors with steel trusses and a wood roof.

Construction was started in August, and has been carried out by the engineering department of the company. The Longview Fibre Co. has always maintained its own construction unit, and does all of its own improvement work.

The new machine is the latest step in a consistent program of expansion carried out since the inception of the company. The original plant was built in 1927 by men connected with the Thilmany Pulp & Paper Co. of Kaukana, Wis., and started turning out pulp and board in October of that year. The sulphate process is employed, using waste Douglas fir wood from the nearby plants of the Long-Bell Lumber Co.

The pulp mill has a capacity of 130 tons per day, employing four digesters.

The main building, as originally built, was 1000 feet long, a unit type of building, housing everything from the digesters to the storage room. The board machine is a Black-Clawson, 133-inch trim, of the stack dryer type. Its capacity is 100 tons daily. This unit has six vats with 42-inch by 150-inch molds, and three primary main presses. The drying section has 104 42-inch by 145-inch face dryers, followed by two calendar stacks with seven and nine upright rolls.

In 1928 a Beloit Yankee type paper machine was installed, 172 inches in width, and driven by a General Electric high speed steam turbine. The previous machine had an electric sectional drive. At the same time were installed the necessary Jordans, beaters and rotary screens. The paper machine makes machine-glazed kraft wrapping paper, turning out 30 tons per day.

A 30-ton groundwood mill was erected late in the same year, getting into operation the first part of 1929. In addition, a battery of bag machines was installed, giving the plant further variety of product.

A new container plant was built in 1930, enabling the company to produce fibreboard shipping cases to supply a growing market in need of these strong lightweight fibre boxes.

In 1931 came the installation of a Minton vacuum dryer paper machine, with 90-inch wire, and 84-inch trim. This machine had a number of interesting and novel features, enabling it to produce certain specialty papers.

The continuing success and progress of the Longview mill is indicative not only of the inherent production advantages of the Pacific Coast, but also of the quality of leadership guiding the company on its forward path. Management at the mill is in charge of Robert S. Wertheimer, resident manager, and activities are directed from San Francisco by H. L. Wollenberg, president. M. A. Wertheimer of the Thilmany Pulp & Paper Co. is chairman of the board, and D. C. Everest of the Marathon Paper Mills, is vice-president.

BIG PULP MILL MERGER PLAN

Ready For Final Action by Stockholders

The contemplated merger of the Rainier Pulp and Paper Co., the Soundview Pulp Co. and the Olympic Forest Products Co. has been approved by the directors of the respective companies, and the proposal has been submitted to the stockholders and holders of voting trust certificates representing shares of stock, for action on December 5.

The effective date of the consolidation will be March 1, 1934, but it is expected that authorization for forming the new company will be granted before the first of the year in order that the company shall be in a position to book orders for 1934 as soon as possible.

The plan of consolidation agreed upon by the respective Boards of Directors contemplates the incorporation of a new company with an authorized capital stock of 750,000 shares without par value, of which 495,585 shares would be presently issued. The new company will acquire assets and assume the liabilities of the three present companies, issuing its capital stock to the present companies in consideration therefor.

The new company will, in the first instance, have a board of directors of seven members of which two will be named by the board of directors of the Rainier company; three by the board of directors of the Soundview company; and two by the board of directors of the Olympic company. The two directors named by the Rainier company will be E. M. Mills and J. D. Zellerbach; the three directors named by the Soundview company will be U. M. Dickey, H. H. Fair and Stuart L. Rawlings, and the two directors named by the Olympic company will be Chas. R. Blyth and I. Zellerbach. It is contemplated that Mr. E. M. Mills, now president of both the Rainier company and the Olympic company, will become president of the new company.

The Rainier Transaction

The new company will issue 200,000 shares of its capital stock to the Rainier Company in consideration for the assets of the Rainier Company, which are transferred to the new company, and in addition will assume the liabilities of the Rainier

Company. The assets to be transferred by the Rainier Company to the new company will include all of its fixed assets, equipment, contracts, patents and patent rights, good-will, etc., and \$500,000 of net working capital assets.

The Rainier Company will retain such an amount of net working capital assets as upon March 1, 1934, exceeds the amount of \$500,000 with



E. M. MILLS

the provision, however, that one-half of this excess will be loaned to the new company. The new company will issue to the Rainier Company its non-interest bearing notes for the amount of this loan, which must be repaid in full before any dividends can be paid by the new company, and which notes are due and payable on March 1, 1944, or at such prior time as the new company has provided for current minimum requirements of the outstanding First Mortgage Bonds of the Olympic Company, which are to be assumed by the new company, provided such repayment or any part thereof shall not reduce the net working capital assets of the new company below \$1,500,000.

The Rainier Company has net working capital assets as of August 31, 1933, of approximately \$700,000 and it is expected that this amount will be substantially increased by earnings to be received prior to March 1, 1934. It is, therefore, expected that the Rainier Com-

pany will be able to pay a cash dividend to its Class A stockholders out of the excess working capital which it will own and which it will not be required to loan to the new company, and that upon the repayment of the loan by the new company a further dividend disbursement can be made.

Among the liabilities of the Rainier Company, which the new company will assume, are such liabilities as may accrue out of claims for damages alleged to be due to the disposal of the Shelton mill effluent. Several years ago certain claims for damages on this account were brought against the Rainier Company. These claims were settled at the urgency and largely at the expense of merchants and manufacturers of Shelton and vicinity, who feared that the company might remove its plant from Shelton in order to avoid such claims. In connection with the settlement of these suits, agreements were entered into with claimants, and it was believed that upon creation of a new method of disposal of the plant effluent further difficulty would be avoided. However, certain new claims have been made and threatened in which further damage is alleged. Active consideration is being given at this time to the adoption of means to further insure against the possibility of such claims in the future and it may be found advisable to remove a part or all of the operations from Shelton. It is not known at this time what expense may be involved on account of any existing claims or to protect against further claims.

Upon completion of the consolidation transaction the assets of the Rainier Company aside from the retained net working capital assets would consist of the 200,000 shares of stock in the new company. It is contemplated that the Rainier Company will continue in existence so that the priorities which the Class "A" shares of the Rainier Company possess will not be affected by the consolidation.

Soundview Transaction

The new company will issue to the Soundview Company 171,585 shares of its capital stock in con-

sideration for the assets of the Soundview Company transferred to it, and in addition, will assume the liabilities of the Soundview Company. The Soundview Company will transfer to the new company all of its assets (including its cash and mill supplies which it is estimated will amount to approximately \$90,000 as upon March 1, 1934).

The Everett plant owned by the Soundview Company is now being operated under lease. Notice of termination of the existing lease has been given, and in the opinion of counsel the Soundview Company will be entitled to possession of its plant before the effective date of the consolidation.

Olympic Transaction

The new company will issue 125,000 shares of its capital stock to the Olympic Company in consideration for the assets of the Olympic Company transferred to it and in addition it will assume the liabilities of the Olympic Company. The assets to be transferred by the Olympic Company will include its fixed assets, equipment, contracts, patents and patent rights, good-will, etc., and \$400,000 of net working capital assets.

Included in the liabilities of the Olympic Company to be assumed by the new company is an issue of \$1,250,000 of First Mortgage 6½% Bonds, which are due September 1, 1936, and which are secured by deed of trust to the First National Bank of Seattle, as Trustee. The new company will assume the payment of this obligation and the various covenants and agreements contained in the Trust Indenture. One of these covenants will require the new company to redeem all of the bonds, which may be accomplished by payment or refunding, before any dividends can be paid on its stock.

The Olympic Company will retain such an amount of its net working capital assets as upon March 1, 1934, exceeds the amount of \$400,000, with the provision, however, that it loan all such excess working capital assets to the new company. The new company will issue its non-interest bearing notes for such loan, which must be repaid in full before any dividends can be paid by the new company, and which notes are due and payable on March 1, 1944, or at such prior time as all of the presently outstanding First Mortgage 6½% Bonds of the Olympic Company have been cancelled, provided such repayment or any part thereof shall not reduce the net working capital assets of the new company

below \$1,500,000. Provision is made to permit the new company to use this loan from the Olympic Company to purchase First Mortgage 6½% Bonds of the Olympic Company, but any profit arising from such purchase at a discount will be a profit of the new company and only the interest savings due to the purchase of such bonds will be credited to the Olympic Company.

No plans have been made for the eventual dissolution of the Olympic Company, which it is presumed will be deferred at least until after all of the Olympic Company First Mortgage 6½% Bonds shall have been redeemed by repayment or refunding.

Capital Expenditures

It is contemplated that capital expenditures may be made by the Rainier Company and the Olympic Company (over and above such as may be necessary to keep their present plants and equipment in good operating condition and in replacement of existing equipment) for additions, improvements or betterments to plants, or for the purchase and retirement of First Mortgage 6½% Bonds of the Olympic Company, or for the compromise or correction of the cause of damage claims arising out of the disposal of the Rainier Company's mill effluent.

To the extent that such expenditures are made, the net working capital assets to be transferred to the new company by the Rainier Company and by the Olympic Company will be reduced, but in no event shall such reduction exceed in the aggregate the sum of \$300,000 without the consent of a majority of those nominated for membership on the board of directors of the new company.

The terms of consolidation are believed by the officers and directors of the respective companies to fairly reflect the consolidation value of such companies. While evaluation of physical properties is comparatively simple since the respective plant capacities are about the same, the basis of consolidation could not be established mathematically because of the many intangible items which are difficult of exact valuation. For example, while the Rainier Company is in excellent competitive and earning position, it is facing claims of damages, and the cost of compromising such claims and of further protecting the company against future claims will be an expense of undetermined amount. Another factor in determining con-

solidation value is the Olympic Company First Mortgage Bond issue with restrictive provisions which had to be assumed. Another factor is the inability of the Soundview Company to deliver its plant to the new company until March 1, 1934. Varying amounts of working capital, which are admittedly of greater value than plant capital, had to be equalized. A fair allowance for all of these and similar intangible items has been made.

Future Operations

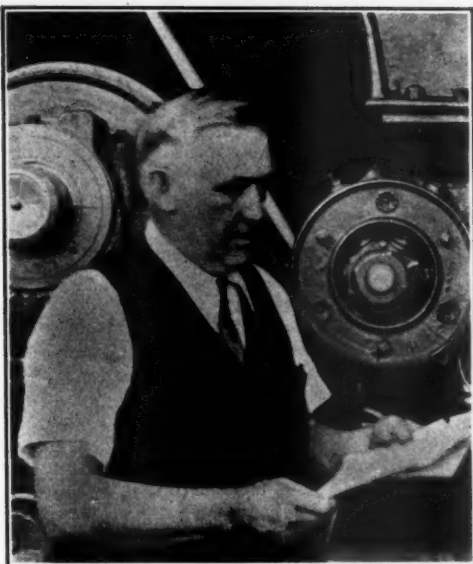
The new company will have three modern pulp mills located at Shelton, Everett and Port Angeles, Washington, with an annual capacity of approximately 170,000 tons of high-grade sulphite pulp. It will own net working capital assets of approximately \$1,000,000 less capital expenditures as above provided which may be made between August 31, 1933, and March 1, 1934. In addition, the new company will have loans of working capital from the Rainier Company and the Olympic Company for its use until its own working capital position can be strengthened through its operations.

Based upon presently appearing probabilities that the 1934 production capacity of the new company can be marketed, and upon present prevailing prices and operating costs, net earnings after all charges of the new company for the year 1934, in excess of \$1,000,000 is expected.

A special meeting of the Rainier company stockholders has been called to be held at 343 Sansome Street in San Francisco, California, December 5.

The certificate of incorporation of the Soundview company provides that a sale of assets may be effected by the board of directors with the approval of the holders of two-thirds of the outstanding stock, at a special meeting held for that purpose or by instrument in writing, and there has been called a special meeting of its stockholders to be held at the office of Puget Sound Pulp & Timber Co. in Everett, Washington, on December 5.

The certificate of incorporation of the Olympic company provides that the board of directors may sell the assets of the company with the approval of the holders of 76 per cent of the shares of preferred stock and two-thirds of the shares of common stock outstanding. Special meetings of the preferred and common stockholders have been called to be held at 719 White Building in Seattle, Washington on December 5.



This is JAMES RAMSEY, past president of the national association of superintendents, beside No. 3 machine at the Everett Pulp & Paper Co., where he is now superintendent. Mr. Ramsey is going to lead the round table at the Longview meeting, and those familiar with his pep and enthusiasm know that there won't be a dull moment during the discussions.

SUPERINTENDENTS HEADING FOR LONGVIEW, DECEMBER 2nd

The recently organized Pacific Coast Division of the American Pulp and Paper Mill Superintendents Association will meet at the Hotel Monticello, Longview, Wash., on Saturday, December 2. This will be the first gathering since the original organization meeting in Seattle in September, when leading superintendents of the industry formed the new Coast body.

Chairman H. Robert Heuer is making extensive plans for a program full of life and interest. Attractive features are being prepared for both the business and the social phases, with just the proper emphasis on each.

The superintendents and their wives—no one ever goes to one of these meetings without his wife—are expected to arrive in Longview Friday afternoon or evening, December 1. This is not only to assure the Saturday morning meeting of a prompt start, but also provide time for a reception by the ladies. This "reception" will be informal and more or less impromptu, and for that reason will hold all the more pleasure for those lucky enough to arrive in time for it. Quite a few members, in fact, regard the unofficial reception the night before the business meeting as the most en-

joyable social feature of the superintendents' events.

The business meeting all day Saturday will cover some of the phases of the industry of particular interest to superintendents, and will allow time for a free expression of fact and opinion on the various subjects under discussion. There will probably be four papers presented. These will be on refining, on beating and dyeing, on sulphite pulp problems, and on the new alloy steels. Other topics will be covered in the open forum discussions, or round table.

The round table is to be led by Jim Ramsey, past national president of the association, a man who not only knows the paper business, but also knows how to keep the discussions moving. Members are expected to have a number of practical questions ready for discussion.

The banquet and dance will be held at the hotel Saturday evening. A good orchestra will be provided and there will be some special entertainment features.

It is planned that the registration fee will cover both the group luncheon Saturday and the dinner dance that evening. The total charge will be moderate, and accommodations at the hotel will be available at reasonable cost.

President Signs Codes

President Roosevelt signed both the General Code for the pulp and paper industry and the Newsprint Code, at five p. m. Friday, November 17, according to word received from Charles W. Boyce of the American Paper & Pulp Association, just as we go to press.

The General Code is to become effective the second Monday after approval by the President, which is November 27. It had been submitted for approval on November 4.

TO HANDLE IMPORT PROBLEMS

There has been created an Import Division for NRA of the Bureau of Foreign & Domestic Commerce, with headquarters in Washington, D. C., and working under the direction of Oscar B. Ryder. The Import Division will entertain, under the provisions of the National Industrial Recovery Act any complaint of labor or industry that articles are being imported to the detriment of the competitive position of any similar domestic article.

Under the Act the President is empowered to have an immediate investigation made upon receipt of complaint and may, after such investigation, require the payment of fees to place imported goods upon a parity with domestic goods, or may restrict the importation of such articles. In presenting complaints it is understood that supporting data must be worked out in full. An industry is entitled to ask for such action only after a code governing that industry has been approved.

HANSEN VACATIONS

Ralph Hansen, technical director for the pulp division, Weyerhaeuser Timber Co., left Longview November 5 for a well-deserved vacation. He went south, to take in the sights of California, expecting to be gone about two weeks.

Newsprint Industry Moves Toward Stabilization

There are so many conflicting forces at work in the newsprint situation today, that the final outcome of the struggle for stabilization of prices and production cannot well be foretold with any degree of certainty.

The newsprint code has been submitted to General Johnson by Deputy Administrator Pickard, and was signed by the President November 17, just as we go to press. At the invitation of General Johnson, representatives of the industry in this country, Canada, and the Scandinavian countries met at Washington, D. C., last month for a conference, intended to iron out the many problems involved.

C. R. McMillen of the St. Regis Paper Co., industrial advisor to the NRA, recommended that the market be stabilized at \$41 per ton subject to zone differentials, resulting in a net delivered price of \$40 per ton in New York and Chicago. He also suggested that no prices be fixed for delivery after 1934, and that in making 1934 prices, provision be made for increases April 1, July 1, and October 1, if necessary to bring prices in line with prevailing market prices at the point of delivery.

Publishers Oppose

These suggestions, particularly the references to increases in future prices, brought immediate opposition from several sources, notably the American Newspaper Publishers Association. General Johnson informed the group that the code would be unacceptable in that form.

Later it was agreed that the present prevailing prices of \$40 per ton would probably remain in effect, and that the "increase" provisions would be eliminated by changing the word to "adjusted". The controversial provision read, "No price (is) to be fixed for 1934 deliveries without provisions for its being increased on each of the dates April 1, July 1 and October 1, 1934, to the extent if any, necessary to bring it in line with the then generally prevailing contract market price at the point of delivery." The word "adjusted" was agreed upon in place of the word "increased".

General Johnson warned the conference that the tariff provisions of the NRA might be applied to newsprint if the industry in this country, Canada, etc., could not work out a satisfactory agreement. He qualified his statement, however, with the remark that "it would be a curious thing to put a tariff on a product of which you import two-thirds."

Canadians Organize

It was expected that another meeting would be called about November 15, when the Canadian manufacturers had had time to perfect an organization to take control of their situation and cooperate with the American industrial authority. This was accomplished early in November when the Canadian newsprint makers formed an organization known as the "Newsprint Export Manufacturers Association of Canada". The step is regarded as a turning point in the history of the Canadian industry, and it is hoped that it will succeed in stabilizing the industry where other measures have failed.

The danger of a disastrous price war has been seen in the past few weeks. Some of the larger producers might be able to operate at lower prices than at present so long as they were able to book large tonnage, and might be tempted to crack open the whole situation in an effort to corner the business.

Price Cut Reported

Added impetus was given the move for price stabilization by reports that the Powell River Co. had signed a contract in May with Scripps-Howard newspapers for newsprint at a base price of \$30 per ton. One report said that the deal called for delivery of 20,000 tons, but a representative of the Powell River concern is reported to have denied this, stating that the amount involved was less than half that, and adding that the deal was made as part of a combination arrangement involving deliveries in Western territory. He also denied reports that a subcontract for this paper would be let to a Quebec producer, saying that the paper was being produced currently for delivery the first of the year.

Other men interested in newsprint have reported that the paper in quantities was being offered at a base price of \$35 and that contracts were being discussed at around that price.

As a result of the exposure of the Powell River-Scripps-Howard \$30 contract, formal complaint has been filed with the U. S. Treasury Department by the Import Committee of the American Paper Industry, against the dumping of standard newsprint paper at Atlantic and Gulf Coast ports, the charge being made that this paper was being delivered at \$30, whereas the usual delivery price is \$40, including freight, or a freely offered Canadian market price, f.o.b. mill of about \$33. The Customs officials regard this situation as serious and are making a thorough investigation.

The amount of the dumping duty, if dumping is found, would be the difference between \$30 and \$33, plus freight, but of course this computation will be made by Customs officials after a decision is reached as to whether the anti-dumping act is being violated.

\$40 Price Retained

In the meantime the \$41 base price with zone differentials remains the standard price through most of the country, and this was verified by a statement sent out October 30 by the International Paper Co. to its customers.

A minimum \$40 newsprint price on the Pacific Coast was established with the following statement released October 31 to the California Newspaper Publishers' Association by R. A. McDonald, vice-president of the Crown-Willamette Paper Company:

"Practically all of the representatives of the American, Canadian and European producers of newsprint paper met in Washington last Tuesday at the invitation of General Johnson.

"The recommendation of the NRA Advisor for the Newsprint Industry for stabilizing the market at the present base price with zone differentials received practically the unanimous endorsement of all those present. We are confident you will

agree that this action is constructive and beneficial to the publishing industry and was imperative to avoid other chaos in the industry.

"The recommendation above referred to includes a provision for possible adjustments in prices next year.

"We wish to assure our customers that no arbitrary increases in prices are contemplated or would be possible, as the provision above mentioned definitely provides that the adjustment in prices, if any, will not be greater than is warranted by differences in conditions, including manufacturing cost, inflation or revaluation of the dollar, as well as factors and conditions affecting the publishing industry.

"Subject to the foregoing, our Pacific Coast price for 1934 delivery on contracts shall be as follows:

"California, Oregon and Washington points, where freight is over .25c per cwt., or less, \$40 per ton delivered.

"California, Oregon and Washington points, where freight is over .25c per cwt., \$35 per ton, f.o.b. Mill.

"In no case shall the delivered prices be less than \$40 per ton, regardless of the freight rate."

One new aspect of the situation is seen in the reported threat of certain important publishers to acquire newsprint properties of their own. Hearst, for instance, is said to be considering the advisability of taking over the Abitibi Company's properties at St. Annes, Quebec, and Fort William, Ont. It is also recognized that another difficulty will be the natural desire of the NRA administration to retain the favor of publishers during the present critical period, despite the fact that the newsprint manufacturers have probably been harder hit than the publishers.

Canada to Cooperate

If the Washington administration sets a minimum price on newsprint agreeable to the manufacturers, the government of Quebec will do everything in its power to see that the agreement is fully supported by the Quebec producers, according to Premier Taschereau of Quebec, who thought that a similar attitude would be taken in Ontario.

"It is a sin," said Taschereau, "to sell newsprint at prices which do not cover the cost of production. We cannot continue indefinitely to see our forest wealth dissipated without adequate returns. I believe the publishers will support the administration and the producers in establish-

ing a fair price for newsprint. It is not in their interest to have newsprint sold at less than cost."

Members of the joint committee who discussed the newsprint code in Washington were: Edgar Rickard, president, Pejepscot Paper Company and vice chairman of the Association of Newsprint Manufacturers of the United States; William A. Whitcomb, president of the association; C. K. Blandin, Blandin Paper Company; A. L. Hobson, St. Croix Pa-

per Company, representing United States producers; L. J. Belnap, head of Consolidated Paper Company; A. R. Graustein, president of International Paper Company; G. S. Clarkson, receiver of Abitibi Paper Company, and A. E. McMaster, general manager, Powell River Company, representing Canada; J. Goldstein and A. Procope, representing Finland, Sweden and Norway. Mr. Graustein also represented Newfoundland.

British Columbia Mills Making Good Showing

At a time when most newsprint mills, especially in the east, are still going through a critical period, Powell River Company, British Columbia's leading producer, is driving ahead at 100 percent capacity, breaking into new markets and holding the old—maintaining the highest production schedule in the company's history.

"It would probably be no exaggeration to say that from a production standpoint there is not another newsprint mill in the world in the same category with us," remarked a Powell River executive the other day, referring to the gradual climb in output during the past summer and fall to the present high point of 620 tons a day.

Powell River Company, which has gained considerable prominence in recent weeks because of its invasion of eastern sales territory, is ideally situated to maintain its position against the strongest competition. The big mill is located on tidewater within a night's steaming distance of Vancouver and therefore enjoys a big advantage in connection with export trade, especially to the Orient and Australasia. Economical power sufficient to meet all requirements at every season is right at its back door. The company has adequate timber resources, enterprising management, a working personnel whose loyalty has never been questioned, and a model town environment.

Several additional factors have recently been to the advantage of Powell River Company. Depreciation of the United States dollar has been effective in weakening the competition of Scandinavian mills which until recently were a powerful threat on the west coast and elsewhere. The Orient has developed into an important buyer of newsprint.

Steady improvement in the quality of Powell River's product, especially as a result of continuous laboratory tests to increase the "whiteness" of the paper, has been a big factor in extending sales in the eastern zone. A few years ago eastern publishers were inclined to the belief that western newsprint would never match eastern newsprint in quality. Developments during the past year or so have shown this feeling to be fallacious.

Pacific Mills at Ocean Falls are still operating with one machine idle, but the company has enjoyed increasing business. The recent tour of Australia by David Stenstrom, manager, is expected to result in development of more business for the company in that country. Fibreboard container making has been an important phase of the mill's activity this year.

B. C. Pulp & Paper Company reports increasing activity, and earnings have been so much better during the last few months that payments will be made in December on its \$3,321,000 of 6 percent first mortgage bonds. Interest fell due this month, but bondholders agreed in May to postpone payment until cash from operations became available.

Company business is generally improved, according to President Lawrence Killam, who says that B. C. Pulp & Paper has been able to diversify its markets to a greater extent this year than heretofore. United States, Europe, the Orient and South America are buying, and curtailment of Swedish competition due to exchange fluctuations has helped. When the U. S. dollar dropped Swedish mills were forced to raise their prices, and B. C. mills benefitted.

FOREST CONSERVATION

Conference at Washington Outlines Problems To Be Solved
For Perpetuation of Timber and Related
Forest Resource Industries

The pulpwood industry, through the American Paper & Pulp Association, joined in the Forest Conservation Conference, held recently in Washington, D. C., to discuss the conservation and sustained production of our forest resources.

"Stabilized industry and employment in the natural resource industries is impossible without conservation and sustained production of the basic resource," stated Secretary of Agriculture Henry Wallace in opening the conference. This meeting was called under Section 10 of the Lumber Code, to develop a basis of understanding between the federal, state and local governmental authorities and the public, the forest industries, private owners of timber to the end that conservation and sustained production of forest resources may be inaugurated. The meetings were largely given over to a statement of views and the outlining of the problems which must be surmounted to attain the objective.

Permanent Plan Desired

Various committees were named to draft these views and proposals into concrete form and to present them to a second conference, to be held in Washington in December, when, if approved, they will be presented to President Roosevelt and, after approval by him, will be included in the Lumber Code. The provisions of the Lumber Code now in effect are considered a means of temporary stabilization of the industry; the plan of permanent conservation which is expected to grow out of this and the succeeding meetings is designed to ensure the future stability and permanence of the industry.

"No industry may permanently thrive which is continuously destroying the sources of its own livelihood," said Wilson Compton, speaking on behalf of the National Lumber Manufacturers' Association. "No rehabilitation of the forest products industries will be either complete or lasting which does not effectuate the protection and the maintenance of the forest resources. That the continuing unsatisfactory forest situation is largely due to past unwise public land policies, to present un-

wise state timber taxation policies, and to the destructive competition to which largely both these factors have given rise, does not alter the fact itself. These adverse economic conditions to which public policy, both present and past, have been a great contributing factor, are not within the control of any forest owner or of any forest industry. They are, however, not beyond the control of the combined forces of the federal government, the forest owners and the forest industries. The purposes of this conference are limited specifically to recommend to the Secretary of Agriculture 'public measures' and to the Lumber Code Authority 'industrial action' necessary and practicable for the 'conservation and sustained production of forest resources'. The most useful practical result of these conferences will be such action as may aid the forest products industries in their logical local or regional divisions to establish, first, satisfactory standards, and second, a system of effective machinery through which desirable standards, step by step, as economic conditions permit, may be converted into established forest industry practice. Thus may the industries eventually achieve rehabilitation of the lumber and timber products industries, conservation and sustained production of forest resources, sustained yield forest management and permanent sources of employment."

Yield Tax Endorsed

Secretary of Agriculture Wallace is president of the Forest Conservation Conference; Henry S. Graves, of the Yale Forestry School is vice-president, and was elected permanent chairman. E. T. Allen, of Portland, served as secretary.

W. B. Greeley, manager, West Coast Lumbermen's Association, Seattle, outlined the obstacles to forest recovery, including declining value of timber, economic hazards of timberland ownership embracing taxation and fire risks. He also stated that there is inadequate policing of forest regions to protect from fire and criticized the government for failure to maintain the co-operative fire protection policy of the Clark-McNary act and pointed out

the weaknesses of the present ad valorem tax system. Mr. Greeley favored a yield tax. He endorsed the forest acquisition program outlined in the Copeland report of the Forest Service on national forestry policy.

S. R. Black, secretary, California's Forestry Committee, San Francisco, recommended public financing of annual taxes on a long-time basis.

David T. Mason, manager, Western Pine Association, Portland, pointed out that his organization has been working for such a program for several years. He held that the forest problem must be viewed from the standpoint of maintenance of forest communities, national timber supply, conservation of soil, flood control, power development, watershed protection, fisheries, perpetuation of wild life, protection and conservation of forest values.

Next Meeting in December

It was not the purpose of the conference to arrive at exact conclusions at the initial meetings. It was the purpose to state the problems and the views of all interested and to leave the working out of exact proposals to groups, which, in turn, will report to the December meeting. It was recognized, however, that the central group cannot be expected to work out exact details, that only broad principals may be adopted and that the application of these principals should and would be left to regional divisions of the industry, just as other sections of the Lumber Code have been handled.

The broad scope of the problem was recognized and set forth. Because of the inter-relation existing respecting power, reclamation, flood control, watershed protection, fisheries, wild life preservation, the development of mineral resources, it is recognized that the basic program must be so broad in scope as to make possible the full protection and conservation of each division of natural resources.

Recommendations which will be presented to the conference in December will relate to revision of taxation, financing of timber growing, public purchasing of forest lands, disposal of government timber, the management of intermingled private and government timber and a gen-

eral re-arrangement of the ownership of timber which will permit the application of conservation and sustained yield management.

There is growing sentiment among timber owners that the Federal Government should acquire much privately-owned timber, particularly upon the Pacific Coast. There is also the problem of ownership of tax delinquent land, its administration to be worked out. Some of this tax delinquent land has on it mature timber, much has young growth upon it, while the bulk is cut-over land through which fires run periodically, preventing any growth.

Western men took an active part in the conservation program discussions and the west is well represented in the six committees named to draft the views of the conference into definite form for presentation to a second conference to be held in December.

C. C. Chapman, Weyerhaeuser

Timber Co., is secretary of the important committee on Forest Practice. Other western men on the committee are B. W. Lakin, McCloud River Lumber Co., McCloud, Calif.; B. P. Kirkland, Northwest Forest Products Experiment Station; R. A. Colgau, Diamond Match Co., Stirling City, Calif.

D. T. Mason, secretary-manager of the Western Pine Association; W. B. Greeley, manager West Coast Lumbermen's Association; J. D. Tennant, Long-Bell Lumber Sales Corp.; R. M. Weyerhaeuser; J. W. Watzek were named members of the Committee on Public Disposal and Public Acquisition.

George F. Jewett, resident manager Coeur d'Alene unit, Potlatch Forests Inc., was named chairman of the Committee on Taxation; S. R. Black, of California, and B. P. Kirkland, Portland, are western men on this committee.

A. R. Watzek of Portland heads

the committee on Emergency Timber Salvage. T. T. Munger, Portland; J. W. Blodgett, W. B. Greeley are other western men, or men with western interests, who are on this committee.

Among the western men present at the conference aside from those mentioned were F. E. Weyerhaeuser, G. B. McLeod, C. R. Johnson, C. L. Billings, J. G. McNary, Joseph Irving, E. T. Allen, D. E. DeCamp and George L. Drake.

The following men present represented the pulp and paper industry of the country at the conference: Howard E. Beedy, New York; Charles W. Boyce, New York; W. R. Brown, Berlin, N. H.; Stuart B. Copeland, Bangor, Me.; D. C. Everest, Rothschild, Wis.; C. J. Goodwin, Bastrop, La.; John H. Hinman, New York; R. S. Kellogg, New York; R. B. Robertson, Asheville, N. C., and R. M. Weyerhaeuser, Cloquet, Minn.

Statement of Policy by New Union Federation

Following the formation of union organizations in most of the pulp and paper mills in the Pacific Northwest, representatives of these unions met recently at Longview, Wash., and formed the Federated Pulp and Papermakers Union. This body comprises all the unions of the larger mills.

E. P. Fourre, president of Shelton Local 161 of the International Brotherhood of Pulp, Sulphite and Paper Mill Workers, was elected president of the new group at the Northwest State convention. John Sherman of Port Angeles was elected secretary.

In a response to a request from Pacific Pulp & Paper Industry for a statement as to their intentions and the policies to be followed, Mr. Fourre and W. F. McCann, chairman of the publication committee, have issued the following:

"The entire management of the pulp and paper industry is organized into these various groups to promote their own good and welfare and the industry in general. We see no reason why an organization of the employees to promote their interests as well as the general good of the entire industry should be viewed with alarm by some of our mills. We assure you that anyone who believes in fair dealing with their em-

ployees as well as fair competition has nothing to fear from this organization. We believe that a code will eventually be made that will give all employees a standard that will automatically remove any unfair competition as far as wages are concerned. We hope to be in a position where we can meet with our employers as fellowmen and partners in business, not as enemies. We believe that a good loyal organization is 65 per cent of any business.

"There is also much that can be accomplished through our national organization to eliminate the unfair foreign competition which is a real danger to the present industry. We see no reason why \$6,000,000 of our business should go to foreign competitors while our American mills work part time. We realize the more healthy the industry, the more healthy will be our position. There will always be differences to be settled in an industry as large as the paper industry, and there is no reason why we cannot settle them as gentlemen and business men and in a manner satisfactory to both sides.

"With the proposed power development in the Pacific Northwest, we will, no doubt, see many large additions to the industry in the next few years, and we hope to be in a position to help develop it and not tear it down."

EASTERN PAPER MEN ATTEND LOGGING CONGRESS

John D. Gilmour of the Anglo-Canadian Pulp & Paper Mills was on the Coast last month and attended the sessions of the Pacific Logging Congress at Portland. The Anglo-Canadian mill is at Grand Falls, Newfoundland, and produces 500 tons of newsprint per day. The company is owned by Lord Rothmere, London publisher.

Frank McAllister, a director of the Bryant Paper Co., Kalamazoo, Mich., also attended the congress in the interests of his railroad supply business, of which he is president.

WOLF EAST AGAIN

Robert Wolf, manager of the pulp division, Weyerhaeuser Timber Co., hit the rails for the East again recently, but was scheduled to be back at the mill about the middle of November.

HIRSCHKIND TOURS MILLS WITH THOMPSON

Dr. W. Hirschkind of the Great Western Electrochemical Co., San Francisco, remained in the Northwest for a short time following the TAPPI meeting, visiting several pulp and paper operations with Earl Thompson, capable representative of the company in this territory. Both Dr. Hirschkind and Mr. Thompson devote a great deal of their time to this particular industry and its problems.

NEWSPRINT and the PUBLISHERS

In a recent bulletin of the American Society of Newspaper Editors, Ralph W. Trueblood, managing editor of the Los Angeles Times, in discussing the freedom of the press, said that there seems to be a hazy idea that the newspapers are seeking special privilege as other industries have fought for their selfish gain, adding, "Let us make it our business to correct any such impression."

We trust it will not offend the dignity of the daily press to suggest that their attitude toward the American newsprint manufacturing industry, and their constant opposition to establishment of a newsprint price that will cover the actual cost of production, would be a good place to start.

John S. Cohen, president and editor of the Atlanta Journal, is quoted in the same bulletin as saying, "Any privilege carries with it a proportionate responsibility. We should bear constantly in mind that while we are maintaining our right to independence we must earn the continuance of that right with the exercise of sound judgment and a readiness to cooperate to the fullest possible extent in the great program of recovery and reconstruction upon which we are commonly launched."

The sentiment is good, but the unfortunate fact is that the newspaper publishers, through their activities in their association, seem to regard recovery and reconstruction as proper and right for everything but the newsprint producing industry.

While blazoning patriotism and

righteousness on their front pages, they appear to do everything humanly possible to prevent their suppliers of newsprint from recovering even the bare cost of manufacture, lest it cost the newspapers a few dollars.

They are for everybody spending more money to improve business except themselves. They are for revaluation of the dollar but not for revaluation of newsprint prices. They believe the general raising of prices necessary but oppose any increase for the paper they buy, despite the fact that its price has dropped 40 per cent in the past several years, and the manufacturers are practically bankrupt.

It is a wonder that the Blue Eagle on the mastheads of some of the daily papers does not bow its head in shame and weep tears of printer's ink.

If the newspaper publishers wish to correct the impression that they want special privilege for their own selfish gain, if they want to earn their right to independence by cooperation in the recovery program, let them start by cleaning house in the activities of their own organization that opposes every constructive move for stabilization of newsprint. Let them show their willingness to contribute to the reconstruction of an important allied industry by agreeing to cost-returning prices for paper.

The publishing business cannot reach recovery by pulling on its own bootstraps while others heave on the anchor line.

U. S. PULP OUTPUT LARGER THIS YEAR

Wood pulp production in the United States during the first seven months of this year showed an increase of 3.5 per cent for all grades of pulp, including mechanical pulp, as compared with the similar period of 1932, according to the American Paper and Pulp Association. The figures are compiled from reports from identical mills. On the other hand, shipments of pulp from producing mills in this country to the open market were 42 per cent smaller in the first seven months of the current year than in the same period last year in the case of ground wood, but were 28 per cent greater for total sulphite, and 25 per cent larger in the case of kraft pulp. The consumption of pulp by producing mills in this country showed a rise

of 2 per cent above the level of the first seven months of 1932.

The association's figures show that mechanical pulp imports into the United States during the first seven months of this year were 10 per cent less than in 1932, whereas in chemical pulp, increases of 8 per cent in bleached sulphite, 5 per cent in unbleached sulphite and 4 per cent in kraft pulp were registered in imports this year contrasted with a year ago in the similar time.

TAPPI MEETING DATES

The 19th annual meeting of TAPPI will be held in New York City, February 19-22, 1934, at the Waldorf Astoria Hotel.

The 19th fall meeting will be held at Portland, Ore., on August 28-31, 1934. This will be the first national meeting of the organization ever held on the Pacific Coast.

STEBBINS IMPROVING MILL IN INDIA

The Stebbins Engineering & Manufacturing Co. of Watertown, N. Y., is shipping four complete digester linings to India for installation at the plant of the India Paper Pulp Co., Ltd., Naihati.

A crew of skilled Stebbins workmen will be sent out to India some time in December to make the installations.

Al Quinn, manager of the Seattle office will not be among those going, and says perhaps it is just as well. One of his men here worked on the previous job done at this mill by the company, and his reports of the climate and living conditions are not too good.

WESTERN TRANSPORTATION FLEET ADDS NEW BARGES

Western Transportation Co., subsidiary of Crown-Willamette Paper Co., is adding four steel-welded barges this month to its sizable fleet of river craft. The barges, costing \$17,000 each, are 135 by 36 by 7 feet and are built according to the latest U. S. Navy design, with the entire shell welded in one unit. They are the first of this design and type of construction on the Columbia or Willamette rivers.

The addition of these barges gives Western Transportation Co. a total of 26 barges, including two oil tankers of 3000 barrels capacity and three covered lighters, used principally for transporting paper from the Camas and West Linn plants. The fleet also includes six stern-wheel steamers, ranging from 350 to 500 tons net, one 65-ft. diesel tug and a 50-ton derrick barge.

About 800 tons of freight, 2000 barrels of fuel oil, 500,000 feet of logs, 300 cords of pulpwood and 250 units of sawdust or hog fuel are handled daily by this fleet. By far the largest bulk of the freight handled is paper. For convenience and economy Western Transportation Co. is a common carrier, but by far the largest bulk of its freight is its own paper and the vast majority of its cargoes are its own products or purchases. Some of the boats operate on a regular schedule. Normal operations are on the Willamette River to Oregon City-West Linn and on the Columbia River from Camas to Astoria.

Western Transportation Co. leases 5000 square feet of dock space at the Oceanic Terminals, Portland. Its payroll carries about 200 employees. It has been in operation since 1912.

WEST LINN INCREASES OPERATIONS

On November 6 the Crown-Willamette Paper Co. mill at West Linn, Ore., went on a six-day basis, giving employment to 35 or 40 additional men. It is hoped to continue this schedule the balance of 1933.

The company has about 525 men on the payroll at this time.

A. N. P. A. STAND ON CODE

Charles P. Howard, president of the International Typographical Union of North America, recently assailed the American Newspaper Publishers' Association as "resisting every effort of the government and labor union to shorten working hours and increase wage scales. All this fuss and bother about the freedom of the press has been initiated by the publishers to becloud the real issue. They are trying to avoid any code which will force them to reduce hours and elevate wages in the printing trade."

The publishers are perhaps the most influential group in the country, Mr. Howard said, and because they realize this fact, they are attempting to trade on their influence to become a specially privileged group. The first code submitted by General Johnson by the newspaper publishers consisted of nothing more than a list of exemptions which in effect would have excused the industry from obeying any of the regulations which have been accepted by other trades.

"The A. N. P. A., if its policy is to be believed, still hews to the conviction that its prosperity is founded on long hours and small pay for its workers. The code they want does not contain one single provision for shorter hours or more money for the printer. In fact, the one they submitted was so absurd that the government turned it down summarily.

"The trouble probably lies in the fact that the policies of the organization are dictated by some of the more aggressive members, in whose hands has been placed the right to formulate the opinion of the majority. This group is aided by special counsel. Yet, in spite of this set-up, some of the principles they have enunciated in Washington have been the source of considerable embarrassment to the more conservative members of the organization."

As individuals, Mr. Howard asserted, publishers are high-minded gentlemen, but as a group they have adopted a selfish attitude which cannot help but reflect on them.

UNION ORGANIZER HERE FROM EAST

George J. Schneider of Appleton, Wis., second vice-president of the International Brotherhood of Paper Makers, arrived on the Coast early in November to assist in organizing mills in the Pacific Northwest.

He expects to visit all of the pulp and paper-making centers in the interests of expanding and strengthening the international organization.

For ten years Mr. Schneider was a member of Congress from Wisconsin, losing his seat in the last election. A paper maker by trade, he has since become prominent in labor and political circles.



O. C. SCHOENWERK ON COAST

O. C. Schoenwerk, prominent pulp and paper mill engineer, arrived in Portland early in November, and spent several weeks at the various mills in Washington and Oregon. Mr. Schoenwerk has designed some of the finest Coast mills, and is reported to have his drawing board out again for some new work.

HAWLEY LEASES C-W MILL FOR CUT-UP PLANT

The Hawley Pulp & Paper Co. has leased Mill H, located on the east side of the river at Oregon City, Ore., from the Crown-Willamette Paper Co., and will convert it into a cut-up plant.

The mill, which has been idle for three years, will employ between 25 and 30 men, according to Carl E. Braun, manager.

Several million feet of logs have been towed to the leased plant from the mill at Milwaukee, Ore., which was destroyed by fire several months ago.

ST. HELENS NRA SUIT DISMISSED

The suit against the St. Helens Pulp & Paper Co. of St. Helens, Ore., was dismissed early in November when the NRA intervened to end it. Four dismissed employees were reinstated by the company, which reiterated its agreement to the right of employees to bargain collectively under leaders of their own choosing.

The plaintiffs were the Oregon State and the American Federation of Labor, who charged intimidation of employees by officers of the company, to prevent collective bargaining and to discourage union membership. The management of the company vigorously denied the charges, which were later dismissed by the court when the matter was submitted to the NRA.

PRICE REORGANIZATION NOT YET COMPLETE

The reorganization of Price Bros. & Co. was considered to be near solution a month ago after the Protective Committee for the bondholders had accepted the plan of Bowater's Paper Mills of London. However, since that time, Gordon Scott, trustee for Price Brothers, has refused to accept the offer because it did not make sufficient provision for shareholders and ordinary creditors of the company.

The Duke-Price interests, a United States syndicate, contested for the mill last summer, when four or five syndicates sought control of the Canadian firm, but dropped out when Bowater's Paper Mills signed an agreement last month.

It is believed now that the Duke-Price Company, which is the biggest individual creditor with an account of about \$1,000,000, will submit another reorganization plan, and may gain control of the company.

OFFICERS OF SOUNDVIEW PULP CO. NAMED

A list of the officers of the Soundview Pulp Co. recently filed with the county auditor at Everett, Wash., shows: H. H. Fair, San Francisco, president, treasurer and trustee; Donald G. Sherwin, San Francisco, secretary; Walton N. Moore, San Francisco, vice-president and trustee; U. M. Dickey, Seattle, vice-president and trustee; C. P. Caruthers, San Francisco, trustee; Selah Chamberlain, Robert G. Hooker, C. O. G. Miller, Stuart L. Rawlings, all of San Francisco, all trustees, and W. Z. Kerr, Seattle, assistant secretary.



McBain Finds Eastern Mills Looking West With Increasing Interest

B. T. McBain, widely-known pulp and paper mill consultant, back from a five months' trip through the eastern paper-making states, reports that business conditions in the industry have been very good during the past six months, although in the latter part of September, as is usual in that month in normal times, there was a slowing up. He attributes it to seasonal causes.

Mr. McBain visited mills in Texas, Louisiana, Alabama, Indiana, Illinois, Minnesota, Wisconsin, Michigan, Ohio, Pennsylvania and New York and en route home stopped off at Spokane to visit his friends at the nearby Millwood plant. While making this tour he helped a number of plants in a professional way. He was surprised to find so many people looking toward the west for possible locations for sulphite mills, knowing that it would be only a short time before the major portion of this country's raw material for such mills would come from Oregon and Washington and from Alaska, where the government owns the timber, practically 100 percent hemlock and spruce, and guarantees a perpetual supply to whomever will go into business there.

At present Mr. McBain is checking over the situation for some of these interested mill concerns. He asserts that while the date for any prospective development cannot be

set and much will depend upon continuance of better business conditions in the industry started by NRA, it cannot help but come sooner or later, as constantly more people will be looking toward the west for their needs.

Hundreds of paper mills in the middle western and eastern states, he pointed out, are depending 100 percent upon mills in other localities for their chemical pulp supply. While more than a million tons annually on the average, in good times, comes from Canada and other foreign countries, most of these mills have learned in the past year or two that the pulp made from Pacific Coast timber equals that from other countries. In many cases they have learned that with changed conditions in the beating and hydrating of the stock, they can produce even better paper than they ever imagined.

Mr. McBain visited in New York during the period that the basic code was in preparation and attended the national convention of the superintendents' association, held at Green Bay, Wisconsin, in June. He also attended the national convention of TAPPI at Appleton, Wisconsin, in September. It was at this gathering that announcement was officially made that the annual meeting of TAPPI next fall would be held in Portland.

EXPERIMENTAL DIGESTER INSTALLATION NEARLY COMPLETE

The experimental digester has been installed in a corner of the main digester building in the pulp division, Weyerhaeuser Timber Co., Longview, Wash., and will soon be ready to operate. Auxiliary equipment is now being installed. When completed, the new unit will be a miniature pulp producing plant in itself.

The entire digester is of non-corroding alloy, and will have an acid circulating system. Adjoining the digester room has been built a small structure to house the other necessary tanks, pumps, etc. This is a frame structure of two floors. The digester discharges into a wood-stave blow-pit on the lower floor. From there the stock will be pumped up to a raw stock tank, from which it will flow by gravity onto the screens, and on to the screened stock tank and white water tank. The pulp stock produced will then be used in various tests, or may be turned into the general pulp mill flow if desired.

A. ZIMMERMAN—SALESMAN

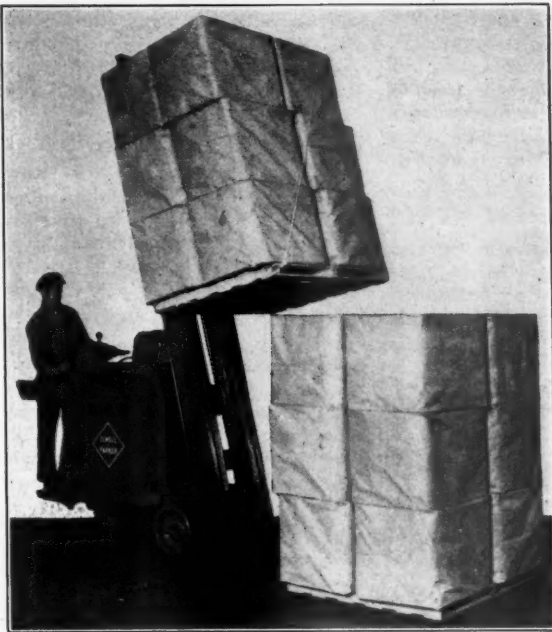
Arthur Zimmerman, superintendent of the Pacific Straw Paper & Board Co., Longview, Wash., is in increasing demand as a salesman for the company, it is reported. Buyers are glad to see other executives of the company, but are likely to say "if you want to sell me anything, send in Bill Zimmerman." The idea seems to be that he fights over the orders with them in superintendents' language, and they like it.

BRIAN SHERA JOINS TACOMA ELECTROCHEMICAL

Brian Shera, sales engineer, well-known in Northwest industries, recently joined the staff of the Tacoma Electrochemical Co., and is now working out of the Tacoma office of that company under Fred Shaneman.

For four and a half years Mr. Shera was with Wallace & Tiernan in Seattle, working in the sanitary field, flour mills, pulp and paper mills, etc.

A graduate of the chemical engineering department of the University of Washington in 1925, he has had extensive experience in slime control in pulp and paper mills, chlorination of water supply and sewage, bleaching of maturing flour, and similar technical industrial problems.



CUTTING THE COSTS OF MATERIAL HANDLING

A Virgin Field For Increased
Savings in Time and Money

The lowering of production costs has for years been a matter of making new applications of power to production processes. New conditions in the past few years, however, have brought new problems. Most plants are making as nearly a complete use of power and process machinery as is possible, and practically all of the advantages gained by users of improved methods are now enjoyed by competitors.

Manufacturing has become so efficient that in many cases further improvements can be accomplished only through complicated, costly new machines. As a result, leading industrialists in seeking to further develop the advantages of power are now turning their attention to other operations that are not strictly manufacturing processes. Studies have revealed that next to processing in importance is the handling of materials.

No efficiency expert is needed in most plants to point out that in the rush to powerize process machines the costs of feeding these machines and of transporting finished product to storage and to shipping platform, have been neglected.

Surveys show that for every dollar spent for rail, water and highway transportation, the average plant spends 80 cents to move materials from receiving platform through processing to shipping platform. Some plants are paying as much to move their product a few feet inside the plant as the common carriers

receive for moving the same product many miles.

This importance of handling was brought home to the foundry industry when it was realized that 168 tons of material had to be handled for every ton of finished product delivered to buyers.

A break-down of payroll costs from many plants in widely diversified industries shows that 22 percent of the total payroll is being paid for the handling of materials. Here indeed is a virgin field for saving.

Standardized Handling

One of the primary principles of mass production is standardization, and influenced by previous experience in manufacturing operations, engineers instinctively seek a method of standardizing handling operations in the same way that manufacturing operations have been standardized.

In most plants, parts and material flowing through the manufacturing process vary widely in size, weight, and shape so that it is necessary first to find a means of combining these units into larger, similar loads so that a machine can be developed which will handle all loads in the same manner. When this combination of small units into a single larger unit is accomplished, power can then be applied to handling operations in such a way that these operations will take on many of the same characteristics as mass production that have proved so successful in processing.

Of all of the devices which engineers have so far considered, one of the oldest in the whole industry of the moving of objects is the sled or sledge. In the modern industrial world, this sledge has been transformed into a skid or platform. In its commonest form such a skid or stillage is a flat, rectangular platform of wood, metal, or composite material, mounted on runners, legs or other supports fastened to the platform or built, as in the case of a sheet of steel, integral with the platform itself. Such skid platforms provide immediate means of combining many units into one standard load and at the same time, give a simple, practical and economical method of applying power to the handling operation.

An electric low lift truck with its supporting platform in the lowest position is run under a loaded skid with the platform of the truck between the skid supports. The platform of the truck is so arranged that it will rise, and when in position is raised high enough so that it carries along with it the skid and its load. The supports of the skid are thus raised clear of the floor and the skid and its load can be moved wherever desired. When the load reaches its destination the lifting platform of the electric truck is lowered and withdrawn, leaving the skid on the floor, so that the truck can again be readily moved elsewhere if necessary.

This method of handling, because

of its simplicity, flexibility and wide adaptation to practically any material or product, offers almost unlimited opportunity for savings in those plants which have adopted it.

The type of skid which has been employed in the past for this method of handling has required from a ten to a twelve-inch under clearance in order to provide enough space to accommodate the lifting platform of the electric truck which was run under the skid. American industry, however, would rather not lose even this twelve inches, which necessarily reduces the height to which materials can be piled, since frequently one skid load is stacked upon another. One manufacturer of electric trucks, therefore, designed a new style of fork truck which has as the supporting members of the skid a fork with two or more prongs which takes the place of the ordinary lifting platform.

This new type of truck and system of handling is of particular interest at this time in view of the fact that it has just recently made its bow in the Coast pulp and paper industry. One of the large paper manufacturers is now making the initial installation of the forked truck with the slingboard or pallet method for interplant handling, storage and for shipping. The installation is being made by the Colby Steel & Engineering Co.

Details of Fork Truck

The fork truck differs from the lift truck in the method of carrying the load. On the lift platform type of truck, the load is carried between the front and rear wheels on the platform itself. With a fork type of truck, the load is carried outside of the wheelbase on the forks. With the lift type of truck, the platform can be lowered within one inch of the top of the wheels but can go no lower than this point. With the fork truck, however, the wheels are not in a position to interfere with the load carrying arms (the fork) with the result that the arms can be dropped almost to the floor level, losing but two inches of space, this two inches being the thickness of the tines of the fork. The net saving in storage space is therefore ten inches.

While it is possible to handle standard skid platforms by means of the same forks, in order to take full advantage of the possible savings, it is necessary to use a special type of skid or what might better be termed a "pallet" or "slingboard" with the fork truck. These pallets may be made entirely of wood with a two-inch clearance between the

"table top" and the lower cross ties so that the operator of the truck can insert the chisel edge of the fork under the pallet. The operation of picking up a load of from 1000 to 6000 pounds is similar to that of a man picking up a light bundle of sticks to be carried in the arms against the chest.

New Advantages

While the skid platform method has many advantages when compared with former old-fashioned methods, nine distinct additional advantages are to be had with the pallet system. These are:

1. The pallet, being but four inches high as compared with the fourteen inch overall height of a skid, loses 70 percent less storage space than the standard skid.

2. The pallets cost 80 percent to 88 percent less than a skid. Skids, as constructed, are low tables or bridges and are ordinarily supported at the four corners with the top fourteen inches above the floor. The normal size is in the neighborhood of 56 to 60 inches. The pallet is about the same size, four inches high, but supported the entire length of each side by wooden side rails with an additional center rail running full length of the pallet, cutting the unsupported span in two. Then cross slats or boards the full length are nailed to the under side of these cleats or rails and either side may be used as a loading surface. This makes possible the use of much lighter material, less expensive design, and simplified construction, cutting the cost of a pallet to one-fifth or less than that of a well-made skid.

3. The weight of the pallet is such that a man can easily lift an empty one by hand.

4. Empty pallets are stored in 70 percent less space than skids and the nesting of pallets is accomplished by laying one pallet on the other, while with skids care must be taken in the stacking since the spread of the skid legs generally matches the skid platform width for size.

Cost of Pallets Low

5. The cost of pallets is so low that they can be used as a non-returnable shipping platform on which goods may be shipped to the buyer thus saving the cost of more expensive cases. The material to be shipped is usually bound to the pallet by the use of steel banding and special tying devices now generally used for the purpose.

6. In the storing of the load on a pallet, the even distribution of the weight on the packages of the sup-

porting unit load is accomplished by reason of the cross members on the lower side of the pallet, distributing the load to the slats or boards beneath them to the top surface of the load below. In fact, the pallet can be made so that it is reversible and can be used with either side for the load. Material can then be stacked to the capacity equal to the crushing strength of the containers or material handled, provided the height of the load is within the limit of the stacking height of the truck used.

7. Since the spread of the forks on the truck is easily adjusted or extra forks of varying sizes easily interchanged, pallets of various sizes can be used with the same truck. It is not necessary to standardize on one size for the entire material handling system. As a matter of fact, fork trucks will handle skids until the latter are worn out and gradually replaced by the space saving pallets.

8. Pallets rest flat on trailers and provide a secure base for transporting loads for long distances when the fork truck, after loading the trailers with pallet loads, is used as a tractor.

9. Pallets and "sling-boards" for ship-side handling of materials are almost identical in construction. The major difference is in the addition of hooks or rings to the pallet corners for hooking to the ship's tackle.

Capacities 1000-6500 Lbs.

Heavy loads may be carried by these fork trucks which are built by one manufacturer in capacities of from 1000 to 6500 pounds, sizes being stepped up in 1000-pound ranges.

In addition to picking up the load on a pallet, provision is also made for carrying the load tilted backward toward the operator of the truck. There are several advantages in carrying the load in this position as compared with a horizontal position. The main advantage is in the support given to the weight on the pallet and on the rack or backing of the upright provided with the truck—the load being held in a "V" by gravity so that it is not easily dislodged when turning corners or suddenly applying brakes. Tilting the load also swings it back over the wheelbase, making the truck itself much more compact. Tilting also shortens the overall length and lowers the overall height. By means of telescoping uprights even further economies are available.

A truck equipped with telescoping uprights can enter places with low head-room, such as freight cars or low doorways; it can pass under balconies and low pipes, but at the same time the upright can be pushed high enough to stack material to a height of 25 feet if necessary. By

this means storage space is increased from 100 to 300 percent without any increase in floor area, because all available head-room in the warehouse can be used to advantage.

For roll paper plants there has been developed still another type of truck which handles large rolls

of paper from the machine into storage and loading cars. The machine will take a roll of paper from a horizontal position and will stand it upright on top of another, and vice versa. It is particularly adapted to newsprint plants and other paper mills.

Official Figures Show Pulp and Paper Continues Dominant Canadian Industry

A preliminary report on the pulp and paper industry in Canada for the calendar year 1932 has just been issued by the forestry branch of the Dominion Bureau of Statistics.

The pulp and paper industry is the most important manufacturing industry in Canada, heading the lists in 1932 for gross and net values of manufactured products as well as for total number of employees and distribution of wages and salaries. In total capital invested the industry is second only to electric light and power plants.

The industry has headed the lists in wage and salary distribution since 1922, when it replaced the saw mills in this respect and it has been first in gross value of products since 1925, exceeding the gross value of flour mill production. In these comparisons, only the manufacturing stages of the pulp and paper industry are referred to, no allowance being made for the capital invested, the men employed, the wages paid nor the products of the operations in the woods which form such an important part of the industry as a whole. Operations in the woods are dealt with in reports on primary forest production owing to the difficulty of separating the production of pulpwood from the production of saw-logs and other primary forest products.

Gross Production Value

Considering only the manufacturing aspect of the industry, the gross value of production in 1932 was \$135,634,983, a decrease of 22 per cent over the figure for 1931. The gross values of the manufactured products of the industry for the last five years are as follows:

Gross Production	
1928	\$233,077,236
1929	243,970,761
1930	215,674,246
1931	174,733,954
1932	135,634,983

This gross value represents the sum of the values of pulp made for sale in Canada, pulp made for export and paper manufactured. It does not include pulpwood nor the pulp made in combined pulp and paper mills for their own use in making paper.

Net Value of Production

The net value of production is one of the best indications of the relative importance of a manufacturing industry. It represents the difference between the values of raw materials and finished products. In the pulp and paper industry it is obtained by subtracting from the gross value of production, as described above, the sum of the values of pulpwood and chemicals, etc., used in pulp making and pulp, chemicals, etc., used in paper making. The pulp made in combined pulp and paper mills for their own use in paper making is considered as a stage of manufacture and is not included either as a product of the pulp mill or a raw material of the paper mill.

With regard to the net value of production the pulp and paper industry has headed the lists since 1920, when it replaced the saw mills. The net value of production for the last five years was as follows:

Net Production

1928	\$144,586,815
1929	147,096,012
1930	133,681,991
1931	110,786,276
1932	86,673,512

If operations in the woods are taken into consideration, the total value to Canada of the industry as a whole may be considered as the sum of the values of pulpwood and pulp exported and the gross value of paper products. This removes any duplication that might arise by the inclusion of pulpwood used in Canadian pulp mills, and pulp used in Canadian paper mills, but makes

no allowance for pulp that might be used in Canada for purposes other than the manufacture of paper, such as the manufacture of artificial silk, fibreware, etc. This total in 1932 amounted to \$137,862,394, a decrease of 33 per cent over 1931.

There was a net loss of five establishments in the industry as a whole from 1931 to 1932, distributed as follows:

One pulp mill and one paper mill closed down in Quebec, while another mill manufacturing paper was transferred to the "roofing paper" industry. The closing down of one combined pulp and paper mill was offset by the re-opening of another one.

One pulp mill in Ontario closed down while another mill which made pulp only in 1931 made pulp and paper in 1932.

One pulp mill in Nova Scotia closed down. In New Brunswick, one pulp mill closed down but another resumed operations.

The 72 mills manufacturing pulp produced 2,663,248 tons valued at \$64,412,453 as compared to 3,167,960 tons in 1931 valued at \$84,780,809, representing a decrease of 16 per cent in quantity and 24 per cent in value. Of the total for 1932 the combined pulp and paper mills produced 2,097,328 tons, valued at \$42,879,294, for their own use in paper making. A total of 108,233 tons, valued at \$4,006,416 were made for sale in Canada and 457,687 tons, valued at \$17,526,743, were made for export.

83% of Paper is Newsprint

The 70 mills making paper in 1932 produced 2,290,790 tons of paper, valued at \$114,101,824, as compared to 2,611,225 tons in 1931, valued at \$143,957,264, a decrease of 12.3 per cent in quantity and 20.7 per cent in value.

Newsprint paper made up 83.8 per cent of the total reported ton-

nage of paper manufactured in 1932. The newsprint amounted to 1,919,205 tons valued at \$85,539,852, as compared to 2,227,052 tons in 1931, valued at \$111,419,637, a decrease of 13.8 per cent in tonnage and 23.2 per cent in total value. The Canadian production of standard newsprint was 89.5 per cent greater than that of the United States during 1932. For the first eight months of 1933 the Canadian output of standard newsprint was estimated at 1,267,308 tons, or 104.3 per cent greater than that of our nearest competitor.

Big Capital Investment

The total capital invested in the manufacturing part of the industry in 1932 was \$597,597,417, as compared to \$630,176,540 for 1931, a decrease of 5.2 per cent. Only capital invested in operating mills is included in these totals.

The total number of employees on salaries and wages in pulp and paper mills in 1932 was 24,557, and the total payroll was \$28,334,402, as compared to 26,669 employees in 1931 with salaries and wages amounting to \$34,792,013.

The apparent total production of pulpwood in 1932 was 4,222,224 cords, valued at \$36,750,910, as compared to 3,199,914 cords in 1931, valued at \$51,973,243. Of the total production in 1932, about 85 per cent or 3,602,100 cords were manufactured into pulp in Canadian pulp mills, while the remaining 15 per cent or 620,124 cords, valued at \$4,830,506, were exported to the United States. These figures show a decrease from 21.6 per cent in 1931 to 15 per cent in 1932 in the proportion of pulpwood exported and the total quantity of pulpwood exported unmanufactured also shows a decrease. The quantity of pulpwood used in Canadian mills has decreased by 12.1 per cent during this period. There was a small importation of pulpwood into Canada.

Value of Materials Used

The total value of all materials going into the manufacture of pulp in 1932 was \$38,217,830 and the total value of all pulp produced, including that made in combined pulp and paper mills for their own use was \$64,412,453.

The total value of all materials used in the manufacture of paper in 1932, including pulp made in combined establishments for their own use, was \$53,776,135; the total value of paper and miscellaneous pulp products manufactured was \$114,101,824.

The exports of wood-pulp from

Canada during the calendar year 1932 amounted to 452,293 tons, valued at \$18,930,064, as compared to 622,537 tons in 1931, valued at \$30,056,643. During 1932 the imports of wood pulp were 13,420 tons valued at \$462,649.

The exports of paper and paper goods during the calendar year 1932 were valued at \$86,323,539, as compared to \$111,114,042 in 1931. These exports were made up chiefly of newsprint paper, of which 1,776,764 tons valued at \$82,966,199 were exported chiefly to the United States. Canada's exports of newsprint are now second only to her exports of wheat and are greater than the newsprint exports of the rest of the world. In 1932 exports represent a decrease in quantity and in total value over the 2,008,240 tons valued at \$107,233,112 which were exported in 1931. During 1932 the total value of paper and paper goods imported was \$6,790,363, a decrease from the imports for 1931.

The gross contribution toward a favorable trade balance resulting from the activities of the pulp and paper industry as a whole in 1932 amounted to approximately \$102,559,435 being made up of the difference between the value of pulpwood exported and pulpwood imported amounting to \$4,558,844, the difference between the value of pulp exported and pulp imported amounting to \$18,467,415, and the difference in value between paper exports and imports amounting to \$79,533,176. The total for 1931 was \$139,844,298.

SELECT F. A. SILCOX TO HEAD FOREST SERVICE

The selection of F. A. Silcox as chief forester of the United States Forest Service was announced recently by Secretary of Agriculture Wallace with the approval of President Roosevelt. Mr. Silcox succeeds Major R. Y. Stuart, whose death occurred on October 23. He will take office on November 15.

The new chief forester had much to do with the administration of the national forests in the early days of the forest service and did some work for the old bureau of forestry, which preceded the present organization. In later years he handled labor problems in shipyards and industrial relation problems for the printing industry. He comes to the forest service now from his position of director of industrial relations for the New York Employing Printers Association.

Ferdinand Augustus Silcox was born at Columbus, Ga., December

25, 1882. He is a graduate of the College of Charleston, Charleston, S. C., where he received the degree of B. S. in 1903. In 1905 he finished at the School of Forestry, Yale University, with the degree of M. F. Prior to his graduation from the Yale School of Forestry he assisted in forestry research work in the Bureau of Forestry of the Department of Agriculture. Immediately following his graduation he entered the forest service as a ranger in Colorado, where he was assigned to duty in the Leadville National Forest. Shortly thereafter he was placed in charge of the Holy Cross National Forest in that state and soon was sent to the San Juan and Montezuma national forests in the same state to set up administrative organizations. The following year he was transferred to Montana as forest inspector and when a district office set up at Missoula, Montana, in 1908, he was made associate district forester. He was appointed district forester for the Northern Rocky Mountain region in 1911, remaining there until 1917.

At the outbreak of the World War he entered the Forest Engineers' branch of the American Expeditionary Forces as captain and was later promoted to the rank of major. After less than a year's service in this branch, he was selected by the Secretary of Labor and the Shipping Board to head a bureau to handle all labor problems at the shipyards at Seattle, Wash. Following the war he went to Chicago as director of industrial relations for the commercial printing industry, remaining there until 1922, when he became director of industrial relations of the New York Employing Printers' Association, the position he leaves to become chief forester.

Mr. Silcox is a member of the National Forest Policy Commission and the Society of American Foresters.

PORTLAND FIRM REORGANIZED

The Paper Specialty Co. of Portland, Ore., has been reorganized as the Paper Specialty Corporation, and Everett M. Hurst has become president, treasurer and manager. Milton J. Shoemaker is vice-president, and Reginald J. Clark, secretary.

The company manufactures paper dishes used in meat markets, egg cartons, and paper fruit containers, selling south to the border, and even to the Atlantic Coast.

T · R · A · D · E • T · A · L · K

of those who sell paper in the western states

+ + + +

F. C. Stratford Completes Thirtieth Year
With Zellerbach Paper Co.

On October 3 Frank C. Stratford, manager of the San Francisco division of the Zellerbach Paper Company, completed his thirtieth consecutive year with the corporation. At a ceremony he was presented with a diamond-studded 30-year service pin by Harold L. Zellerbach, president of the company.

Mr. Stratford entered the paper business with a local concern in 1895, where he remained for four years. He resigned and went to the Philippines, where he held a position as the manager of the paper department of the American Commercial Company, selling agents for the Everett Pulp & Paper Company of Everett, Washington. Returning to San Francisco from the Philippines, he went to work as a salesman for the Zellerbach Paper Company on October 3, 1903.

Three days before the great fire in 1906, the Zellerbach Paper Company had acquired the Union Pulp & Paper Company of Oakland at 514 11th Street. The company's San Francisco store and 17 warehouses, with one exception (a warehouse at 405 Jackson Street) were destroyed in the great conflagration, so temporary headquarters were established in the Oakland store, and Mr. Stratford became the manager.

The Oakland store was small, but it certainly was a beehive of activity. Stocks were coming in and going out at a great volume. Many of the employees slept in the store. As the printing firms were re-established in San Francisco, they had to obtain their paper from the Oakland store.

First Salesmanager

In 1910 Mr. Stratford was transferred to the San Francisco store as the sales manager. A sales manager was a rather new idea at that time. Formerly the work was directed by a head salesman. In his new duties as sales manager he would go out with the salesmen, supplementing



F. C. STRATFORD

their efforts, training them in their work, and becoming acquainted with the trade.

In 1919 he entered the headquarters as manager of the sales promotion department, which called for traveling to the several divisions of the company and stimulating sales.

Now San Francisco Manager

On January 1, 1928, he was made the manager of the San Francisco division, succeeding Harold L. Zellerbach. Since the firm began business in 1876, the San Francisco division has only had four managers, namely, Anthony Zellerbach, the founder, Isadore Zellerbach, Harold L. Zellerbach, and Frank C. Stratford.

Mr. Stratford was one of the charter members and organizers of the San Francisco Sales Managers Association, serving as vice president and director, and taking a very active interest in the affairs of the association. For several years he was chairman of the publicity and reception committee of the San Francisco Commercial Club, and served one year as director. He was associated with all the Liberty Loan drives and was the general of a large district in

the last drive, organizing a force of 110 salesmen, and this district succeeded in obtaining its quota. He served a term as president of the Pacific States Paper Trade Association and has contributed to the industry in the formulating of trade customs and codes of fair practice.

Mr. Stratford's hobby is golf. He is a member of the Claremont Country Club. On occasions he won the championship in the golf tournament held by the Pacific States Paper Trade Association at Del Monte.

BRINKER VISITS NORTHWEST

N. L. Brinker, the well-known and liked paper mill agent of Los Angeles, passed through Seattle and other Northwest cities a few days ago on one of his periodic selling trips. He had driven up the Coast, stopping enroute, and from Seattle headed east to Spokane. From there he went on to Salt Lake City and southward home to Los Angeles.

Mr. Brinker has been in the paper business for many years and formerly represented the Hawley Pulp & Paper Co. in the Southern California territory. He now represents a number of outstanding lines, including the Racquette River Paper Co., Gummed Products Co., Miami Valley Coated Paper Co., Chilli-cothe Paper Co., Daniels Manufacturing Co., Riverside Paper Corporation, and the Paper Specialty.

He represents these lines over the entire Coast, with the exception of the Paper Specialty Co., a Portland concern, whose products he sells in California. His present office is at 1003 North Main St., Los Angeles, Calif.

**SECRETARY DUNN'S SON
WEDS SECRETARY**

Horace Arthur Dunn, Jr., who is associated in legal work with his father, H. Arthur Dunn, Sr., San Francisco, secretary of the Pacific States Paper Trade Association, took his father's secretary, Miss Mabel Gertrude Mitchell on October 21 to Reno, Nev., where they were married. Mrs. Dunn, Jr., is the daughter of Mrs. Edward Franklin Mitchell of San Francisco.

C. B. RICHARDS JOINS LUCKENBACH LINES

C. B. Richards, formerly traffic manager for Hawley Pulp & Paper Co., is now with the Luckenbach Steamship Co., in Portland.

LOUIS PASTORINO PASSES

The printing group in San Francisco are mourning the passing of one of the most lovable characters known to the trade for many years. Louis Pastorino, one of the General Paper Company's truck drivers, died in his sleep on Sunday, November 5th. Always with a song or a joke on his lips he radiated joy wherever he went and did his share toward cementing pleasant trade relations for his company with the printers themselves. Because of Pastorino's recognized ability to entertain, it was not unusual for certain printer concern executives to demand that he accompany parties on camping or fishing trips.

ELLSWORTH NOW WITH DOANE PAPER CO.

Rodney Ellsworth has joined the sales staff of the Doane Paper Co., San Francisco. Mr. Ellsworth formerly was with Blake, Moffitt & Towne.

PAPER DISPLAYS FEATURE OREGON PRODUCTS WEEK

Crown-Willamette Paper Co. had a most excellent window display in the Meier & Frank Co. store, Portland, during a recent Oregon Products Week. As a background for the array of papers and paper products there was a striking painting the full size of the window of the mills at West Linn. Cards in front of the display stated that the company made annual purchases of \$2,800,000, had 2700 employees and a payroll of \$3,080,000.

Another window displayed the Towel Saver, a towel dispensing unit for which Northwest Paper Sales, Inc., is agent. This company is operated by George Houk, former executive vice president and sales manager for Hawley Pulp & Paper Co.

THE PAPER MAKER

The September-October issue of The Paper Maker, published by the Paper Makers Chemical Corporation, is a particularly interesting one to all mill men. It runs the gamut from clever illustration and biography to poetry and technical articles, and all of it applies directly to the making of paper.

GUS JOHNSON ILL

The popular Gus Johnson, San Francisco representative of the Everett Pulp & Paper Co., was sent by his doctor to a hospital for a week recently to avert a threatened attack of pneumonia.

IMPROVEMENTS IN SEATTLE PAPER BUILDING

In the Seattle building of Blake, Moffitt & Towne at 84 Atlantic Street, a spiral chute is being installed from the third to first floor, in order to facilitate the handling of merchandise.

VAN ARNAM LEAVES CROWN WILLAMETTE

W. J. Van Arnham is resigning as assistant traffic manager for Crown Willamette Paper Co. of Portland.

BRAZEAU VISITS LONGVIEW

G. S. Brazeau, middle western representative of the pulp division of the Weyerhaeuser Timber Co., was at Longview, Wash., in November on a visit to the firm's big mill there.

FIR-TEX SITUATION IMPROVES

Fir-Tex Insulating Board Co., St. Helens, is still going strong on its latest run, started October 10. The insulating board it is now producing is finding ready markets and is able to compete in price with rival boards. Demands for CCC winter camp construction have brought the plant a good deal of business. This CCC business, placed through the army, was nearly lost when competitors charged that Fir-Tex, low bidder on an order over \$100,000, had violated the NRA. The War Department thereupon issued orders that Fir-Tex was not eligible to bid on government contracts. Action of Oregon-Washington NRA officials and a flying trip to Washington, D. C., by A. E. Millington, general manager, saved the day.

President Peter Kerr recently sent a letter to Fir-Tex stockholders, advising them of a gross profit of \$14,409 net on a recent test run of 30 days. He set forth that the time appeared ripe for financial rehabilitation. Pressing debts can be cleared away and justified operation assured if subscriptions can be had for \$80,000 of the company's 6 percent bonds at 90. Certain readjustments of class A and B stocks are proposed.

SOLKA BEING PUSHED ON COAST

Earl Van Pool, San Francisco, Pacific Coast representative of the Brown Company, paper manufacturers of Portland, Me., and his associate, Lincoln Older, are busy these days telling the story of Solka—the name given to a highly purified Alpha cellulose fibre, which is made by their company at its Berlin, N. H., mill and is used for many purposes, including paper manufacturing, hidden parts of shoes, yarns and twines, synthetic plastics and roofings.

Pacific Coast Paper Co. announces its appointment as selling agent in California for Nibroc papers, made by the Brown company.

PAPERBOARD INDUSTRY CODE APPROVED

The NRA code of fair competition for the paperboard industry has been approved by President Roosevelt, becoming effective November 20.

The code provides a maximum work week of 40 hours averaged over any period of thirteen consecutive weeks, the hours not to exceed 48 in any one week, with exceptions for watchmen who may work 56 hours per week, but not more than 8 hours in any one day and chauffeurs, truckmen, switching crews, engineers, firemen and hydro-electric operators who would be permitted to work 168 hours in any four consecutive weeks but not more than ten hours in any one day nor more than 48 hours in any one week.

For the purpose of establishing minimum wage scales, the country is divided into a northern, central and southern zone, in the first zone the hourly minimum rate for male help is 38 cents and for female 33 cents, in the central zone the rate is 35 cents for male and 30 cents for female help and in the southern zone the rate is 30 cents for both.

Prior to 1929, the industry gave employment to 25,000 persons. On July 1, 1933, this number dropped to 19,000 and, due to the President's Re-employment Agreement and increased production the total employment is now approximately 22,500. It is estimated that when all the manufacturers in the industry are subject to the code the total employment figure will be on a par with 1929. Total payrolls dropped 39 per cent during the period following 1929, but are now back to a point 2½ per cent under 1929 figures.

SUPERINTENDENTS!

Come to Longview, December 2

**Attend the Pacific Coast Meeting
of the Superintendents Association**

YOU SHOULD NOT MISS THESE FEATURES—

- 1.** Some mighty interesting and informative papers will be presented on subjects such as Refining; Beating and Dying; Sulphite Pulp Problems; The New Alloy Steels. The Round Table Discussions will be led by Jim Ramsey. Come prepared with some knotty questions. The entire day will be devoted to business meetings.
- 2.** Visits to local mills or golf will be arranged for those who arrive Friday noon.
- 3.** Here is a real opportunity for that reunion with brother pulp and papermakers. An informal reception will be held at the Monticello Friday night. An attractive program will be arranged for the ladies on Saturday. An informal dinner dance Saturday night as the big wind-up.
- 4.** Display of equipment and supplies used in the manufacture of pulps and papers.

**All Men Engaged in the Manufacture of Pulp and Paper
Who Are Not Members Are Urged to Attend**

Come — FRIDAY EVENING — Hotel Monticello

Pacific Coast Division

**AMERICAN PULP AND PAPER MILL
SUPERINTENDENTS ASSOCIATION**

The Industry in Other Lands

The Finnish paper and chemical pulp markets remain quiet with no new developments discernible, according to reports in trade journals. The event of greatest importance in the paper market is probably the renewal of the "Scankraft Convention" for another year. This has been followed by an advance of 5 to 10 shillings per ton in prices.

In the mechanical groundwood market a substantial reduction in output is looked for on account of the water shortage, which has assumed a rather serious aspect. An increasing number of mills are finding themselves unable to definitely promise fulfillment of their contracts for delivery. Owing to the water shortage not only in Finland, but in other Scandinavian countries and on the continent, buyers are manifesting more interest in this class of pulp.

Germany

An improvement has been noticeable in the German paper market during the past few weeks, attributable partly to the general business revival and partly to the rumors of impending price advances for paper and board. This improvement became so pronounced that additional labor could be employed and some mills were able to operate at full capacity.

The order of the German government enforcing retrenchment of activity in the paper industry has been lifted effective from October 1, instead of October 31, which was the original date set. The order was issued on August 30 and prohibited all production of paper and boards on the sixth and seventh day of each week for a two months period.

Pulp and paper production in Germany during the first eight months of the current year continue to show an advance over the corresponding period in 1932, according to figures compiled by the industry. Paper production reached a total of 1,125,057 metric tons (metric ton equals 2205 pounds) as against 1,063,331 tons in 1932; chemical pulp production during the same period increased from 641,893 tons to 647,958 tons and mechanical pulp production from 449,224 tons to 457,807 tons. At the same time, there was a slight decrease in board production—from 215,960 tons to 213,309 tons. Newsprint paper continues to be practically the only item on the paper schedule where this year's output falls under that of a

year ago. Production of this particular class up to the end of August totaled only 249,063 tons as compared with 273,430 tons during the corresponding period in 1932.

Sweden

Newsprint production by Swedish mills during the month of August totaled 22,864 metric tons, a decrease of 215 tons under the preceding month, but an increase of 3,484 tons over the corresponding month in 1932.

England

Imports of paper base stocks into the United Kingdom during the first eight months of 1933 were uniformly larger than during a similar period in 1932, according to figures published in the government's trade returns. Receipts of mechanical pulp show an increase of 671,429 tons (of 2240 pounds) to 745,634 tons (wet weight); receipts of unbleached chemical pulp from 296,899 tons to 302,497 tons; and of bleached chemical pulp from 46,768 tons to 43,701 tons (chemical pulp shown in dry weight). Imports of esparto and other vegetable fibers also show a gain—from 172,306 tons to 186,127 tons.

Belgium

Belgium's pulp and paper market has been subjected to little change during the past few months, according to those conversant with this market. Production of paper is estimated in the neighborhood of 10,000 metric tons per month for the third quarter as against a possible 10,500 tons in the preceding three months. Competition is still very acute and prices remain low. Consumption is also reported below normal. Unemployment in the paper industry is slightly better. The latest figures available, which are those for July 1, 1933, report 4,421 insured workers, of which 392, or 8.9 per cent were jobless and 1,537, or 34.7 per cent, part time employed. On April 30 the respective percentages stood at 10.4 and 37.3.

Full adaption of newsprint manufacture was an outstanding event in the industry during the quarter under review. One of the leading paper manufacturing companies is supplanting foreign manufacturers in the supplying of newsprint to local papers, and the company is now reported to have a surplus for export. Imports of newsprint have declined sharply whereas exports of

this product have risen from 8,820 metric tons during the first seven months of 1932 to 104,832 during the period ended July 31, 1933. Local dealers express the opinion that within a year or two imports of newsprint will be almost insignificant.

In view of the decline in Belgian paper imports, it is all the more satisfactory to note that receipts from the United States have increased from 753 metric tons, during the first seven months of 1932 to 2,082 metric tons during the corresponding period this year. The item which has benefitted most from this increase in sales is wood pulp. Exports of this product have risen from 420 tons during the first seven months of last year to 1,608 tons during the current year. The local trade attributes this increase to the devaluation of the dollar, which has enabled American exporters to quote lower prices in Belgian francs.

Japan

Exports of paper from Japan during the first six months of 1933, as shown in the published trade returns, are nearly double those of the corresponding period in 1932. The heaviest increase occurred in shipments of printing papers, which rose from 14,366 short tons to 33,769 tons. Proportionately the same increase also took place in board shipments, which increased from 7,981 tons to 11,250 tons. These two items constitute the bulk of the shipments on this schedule.

China

Imports of newsprint paper into China during the first seven months of the current year totaled 41,563 short tons, an increase of 6,416 tons, or 18 per cent over the corresponding period in 1932. While shipments from the United States and Japan have declined considerably, there has been a corresponding increase in shipments from the Scandinavian countries, Finland, and Germany. The most outstanding increase, however, occurred in shipments from Canada, which rose from practically nothing in 1932 to 9,346 tons during the current year.

Spain

Imports of paper base stocks into Spain during the seven months ended July 31, 1933, totaled 71,506 metric tons, an increase of 10 per cent over the corresponding period last year. The largest item in this group was chemical pulp, receipts of which reached a total of 42,968 metric tons.

New Ruling on Shipments To Coast Publishers

In the past years, Pacific Coast publishers have placed their orders for a year's supply of paper at one time, with shipments spaced throughout the year. This is the most sensible plan for the publisher, who must otherwise must pay a higher price or provide greater storage space, and for the paper manufacturer, as it allows the mill to schedule production evenly and to know well in advance what the requirements will be.

However, the new price schedules are based upon the publisher accepting a certain minimum shipment, in order to obtain the publisher's preferred rate. The minimum is usually a much larger quantity than the publishers are equipped to handle at one time. In order to ease this situation, a ruling has been obtained by the Northwest Paper Co. of San Francisco, allowing the publisher to order his year's supply at one time, but to receive smaller shipments at intervals, by paying a small storage charge for keeping the paper at the mill.

The ruling obtained says:

"One company wishes to purchase from a paper mill, be it either publisher or merchant or converter, fifty tons of paper per year, for instance, but it does not wish to have it bracketed in the small brackets by virtue of the charges for these small brackets. If this company wishes to avoid this charge, they may make the following proposition to a mill, which is perfectly legitimate—that the purchaser will be invoiced and pay for the entire amount of fifty tons at the price in the car-load bracket, and that the mill will hold for shipment to the customer and ship in small quantities in club cars the proportion each month, provided the customer pays \$1.00 per ton per month or fraction thereof storage on the remaining tonnage.

"This is a cheaper method for a small publisher to purchase his yearly contracts—by paying for the whole thing at once—than it would be to spread it out, provided the mill will agree to it and the customer must accept the storage charges of \$1.00 per ton, bearing in mind that the important point on this is that the invoice rendered represents the shipment which the customer must honor, according to the terms thereon, for the total amount of paper purchased."

PAPER MILL EMPLOYMENT

September employment for the paper and pulp industry in the United States was at an index number of 93.9, compared with 88.8 for August and 74.1 for September last year, taking 1926 as 100, according to the Bureau of Labor Statistics of the U. S. Department of Labor. The payroll index number for September was 66.4, compared with 65.1 for the preceding month and 49.4 for September a year ago.

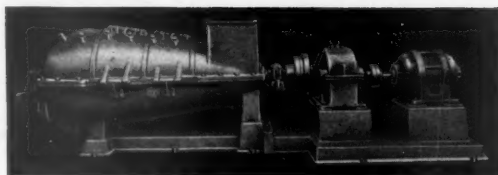
ADVANTAGE FOR WOODEN BOXES?

The last issue of a Northwest lumber journal carries the following item of interest to all fibreboard people:

"Cheap Rates for Wood Boxes

"The National Wooden Box Association, through its sub-division, has obtained the support of the U. S. western railroads in the making of a rate that will equalize the freight on canned goods, whether shipped in wood or fibre containers, thus overcoming the present advantage that fibre enjoys in freight-rates. It is hoped that this new rate will be established at an early date.

"It is recognized that on short hauls a fibre container may carry its contents safely to market, but where the



the Jones Pulper PAYS for itself in a SHORT PERIOD

Are you planning new economies for the ensuing year? If so, now is the time to consider the important savings that can be made with the Jones Pulper. It not only will help you solve the problem of successfully handling rejections such as old papers, broke and trim which quickly accumulate during manufacturing processes but it also affords a profitable means whereby sulphite, Kraft, and groundwood pulps may be treated with equal facility.

Among its many utility and economy advantages are absolute retention of fibre character . . . more accurate regulation of stock consistency . . . quick accessibility . . . capacities to 4700 pounds per hour, and lower horsepower consumption.

Simple in design, sturdy in construction, and enduringly dependable, it offers a sound and profitable investment . . . paying for itself in a short time.

A bulletin, illustrating and explaining its features and operating principles will be gladly mailed upon request.



Pacific Coast Supply Co.

Seattle—Portland—San Francisco


Exclusive Pacific Coast Representative for the entire line of paper mill products made by

Jones

A name that has won a world-wide reputation, through 75 years devoted to paper-making progress


EDISON "NOW IS THE TIME TO BUY" CHECK

TO FIDELITY UNION TRUST COMPANY OF NEWARK, NEW JERSEY
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NO. 3601

Orange, New Jersey, Oct. 17, 1933

Pay to the order of  \$5.00
FIVE DOLLARS AND NO CENTS

Thomas A. Edison, INCORPORATED

President Roosevelt is doing his part. NRA was the first step in his great Recovery Program. The "Now Is The Time to Buy" campaign, now being conducted, is the second great step. I urge all members of our organization to support it to the limit of their ability. Don't be having something with this check—something that you would not have brought unless you had received it.

Yours For Recovery, *Charles Edison*
PRESIDENT

COUNTERSIGNED BY
Pres. T. H. H. H.
FINANCIAL EXECUTIVE SECRETARY OR ASST. SECRETARY

This is a facsimile of a check received by each of the 3,000 employees of Thomas A. Edison, Inc., and its subsidiaries, including the Edison Storage Battery Co. As will be noted, the company not only supported the "Now Is the Time to Buy" movement, but encouraged its employees to support it in a substantial and definite way. In addition to receiving this special "Now Is the Time to Buy" check, employees of Thomas A. Edison, Inc., also were given substantial salary increases at the same time in recognition of improved business conditions and the company's desire that its employees should share in its growing prosperity.

NEW PAPER MAKING PATENTS

A Summary of U. S. Patents on Paper Making
Issued During October

Compiled by
Patent & Technical Information Service
1336 New York Ave. N. W.
Washington, D. C.

1,929,008. Corrugated ribbed paper. Sidney D. Wells, Quincy, Ill., assignor to Paper Mills Laboratories, Inc., Quincy, Ill.

1,929,117. Method of finishing surfaces of materials composed in part of vegetable fibers. Charles P. Leyner and Rosa M. Leyner, Denver, Colo.

1,929,145. Manufacture of pulp from colored rags. Samuel Lenher, Wilmington, Del., and Harry Fletcher Lewis, Appleton, Wis., assignors to E. I. du Pont de Nemours & Company, Wilmington, Del.

1,929,205. Paper making. Clarence Earl Libby, Syracuse, N. Y., assignor to National Aluminate Corporation, Chicago, Ill.

1,929,432. Method of making paper and similar products. Mone R. Isaacs, Philadelphia, Pa.

1,929,653. Device for manufacturing hollow paper bodies from aqueous fibrous pulp after the Couching method. Ewen Ross-Smith, Penig, Germany, assignor to Investira S. A., Lausanne, Switzerland.

1,929,828. Fraud-preventing paper. John Schlitz, Leavenworth, Kans.

1,930,104. Paper making machine. William H. Millsbaugh, Sandusky, Ohio.

1,931,062. Paper making machinery. James K. Darby, Sandusky, Ohio, assignor to William H. Millsbaugh, Sandusky, Ohio.

1,931,508. Paper pulp extractor. Lemuel V. Reese and George W.

Johnson, Cincinnati, Ohio, assignors to the American Laundry Machinery Company, Cincinnati, Ohio.

1,931,575. Method of manufacturing cellulose. Joaquin Julio de la Roza, Sr., Tuinucu, Cuba.

1,931,933. Manufacture of high alpha cellulose pulp. William D. Nicoll, Wilmington, Del., assignor to E. I. du Pont de Nemours & Company, Wilmington, Del.

Reissue 18,983. Manufacture of carbonate filled sized paper. Harold Robert Rafton, Andover, Mass., assignor to Raffold Process Corporation.

1,932,457. Digester. James L. Green, Lakewood, Ohio, assignor to National Carbon Company, Inc.

1,932,663. Method of and Machine for Screening Pulp. Anton Joseph Haug, Nashua, N. H.

1,932,885. Method and apparatus for digesting fibrous material. Thomas L. Dunbar, Watertown, N. Y.

1,932,904. Process of making paper pulp. Ralph H. McKee, New York, N. Y.

1,933,006. Mechanism for water-marking paper. Howard Brown, Longmeadow, Mass., assignor to Southworth Company, West Springfield, Mass.

1,933,017. Production of cellulose pulp. Oscar Victor Emanuel Jansa and Erik Gunnar Planck, Stockholm, Sweden.

1,933,154. Dandy roll construction. John A. Spencer, South Hadley Falls, Mass.

1,933,227 and 1,933,228. Recovery of pulp from waste paper. Francis H. Snyder, Niagara Falls, N. Y., and Stanley F. M. Maclaren, Niagara Falls, Ontario, Canada, assignors to Industrial Research Limited, Niagara Falls, Ontario, Canada.

NATIONAL PAPER PRODUCTS CHIPPING PLANT READY

The new chipping plant at Port Townsend, constructed for the National Paper Products Co., has been completed and is now in operation. D. S. Denman, logging manager for the Crown-Zellerbach interests, supervised construction, and is responsible for several innovations found in the new plant. Logs purchased on the open market or brought from the logging operations at Neah Bay will be used for chipping.

The wood mill will consist primarily of a band saw, a barker of new design, and the chippers. No screens have been installed, and probably will not be unless found necessary later.

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Pave the way to more sales with actual names and addresses of Live prospects.

Get them from the original compilers of basic list information—up to date—accurate—guaranteed.

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shipment is for any great distance or must be re-shipped or roughly handled, there is no suitable substitute for a good wooden box."

PAPER BOARD MANUFACTURERS ASSOCIATION REORGANIZED

Important changes in the National Paperboard Association, to permit proper functioning under the National Recovery Act, have been effected, according to announcement made recently. Sidney Frohman, of the Hind & Dauch Paper Company, Sandusky, O., was elected chairman of the association, and W. J. Alford, Jr., of the Continental Paper Company, Ridgefield Park, N. J., was elected vice chairman.

Revised constitution and by-laws have been adopted. In accordance with the new constitution, the association is being incorporated under the laws of the state of Delaware as a corporation, not for profit.

The new constitution state the objects of the association are:

- (a) To promote the general welfare of the industry.
- (b) To assist in the formation of a code of fair practice under the National Industrial Recovery Act and to take such action in the administration of any code which may be approved by the President of the United States for the industry as shall be in accordance with the provisions of such code.
- (c) To do such further acts and things as shall be appropriate in making effectual the National Industrial Recovery Act.

Provision is made for groups as follows:

1. Eastern Container-Board.
2. Western Container-Board.
3. Southern Container-Board.
4. Eastern Boxboard.
5. Western Boxboard.
6. Corrugating Materials.
7. Pacific Coast.
8. Lightweight Chipboard.
9. Other Board Products.

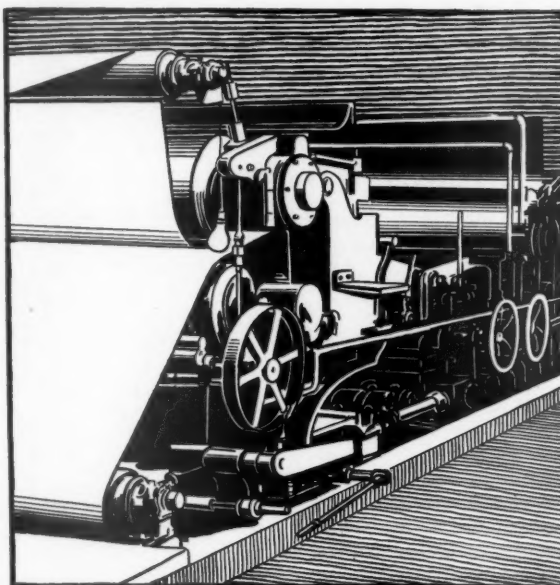
Each group elects from its members three directors who shall be members of the board of directors of the association. The members of the association elect four additional directors who are known as directors at large.

An executive committee and code authority consisting of the following was unanimously elected:

Chairman Frohman, Vice Chairman Alford, E. V. Donaldson, Robert Gair Company, Inc.; E. T. Gardner, Gardner-Richardson Company; A. G. Goldsmith, Mead Paperboard Corporation; J. W. Kieckhefer, Kieckhefer Container Company; J. G. McIlvain, Downingtown Paper Company; G. G. Otto, Alton Box Board & Paper Company; Walter P. Paepcke, Container Corporation of America; H. L. Rauch, Consolidated Paper Company, and W. B. Turner, Terre Haute Paper Company.

Digester Department Superintendent

Digester Room Superintendent required by sulphite manufacturer. Applicant must have good technical education and several years experience in sulphite cooking. Give full information in first letter including education, experience, salary wanted, together with photograph. Reply: Box 25, care of Pacific Pulp & Paper Industry, 71 Columbia St., Seattle, Wash.



Felts that live to a "ripe old age" ---

Any felt that will remove water faster and outlast the general run of felts merits your consideration. If you can reduce your felt cost you can add to your profits. A dollar saved is a dollar earned . . . and in the course of the year's production Orr Felts will save many dollars.

Highly specialized manufacturing skill, years of experience, knowledge of mill problems and a real desire to lead the field have given Orr Felts a quality and degree of excellence that stand back of their claim to superiority.

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The Orr Felt and Blanket Co.
PIQUA, OHIO

ORR FELTS



"Now there's a top felt for you —it's a Hamilton. I've tried 'em all—and none can match the Hamilton for wear, smooth running, and getting rid of water. Take that felt there —already it's gone better than a couple of weeks on that board machine —and look at it. It's still good."

*No doubt about it ... 75 years
of experience do make
a difference.*

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